

Spokane Area Economic Development Council

International Trade and Economic Development in the Inland Northwest



Spokane Area EDC Mission

Continuously improve the *Spokane Region Economy*through a business-focused strategy,
proactively promoting Spokane's business identity
and

facilitating new investment and jobs in primary clusters while leveraging and collaborating with partner organizations.



EDC Core Competencies

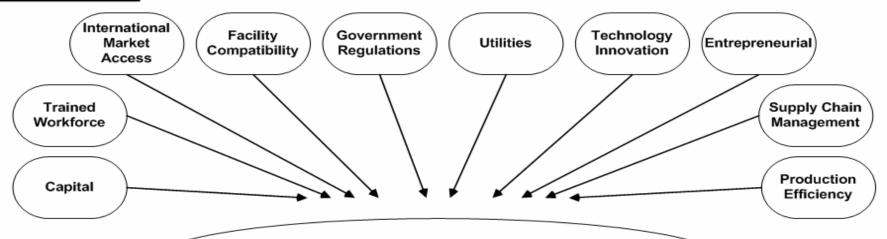
Spokane Area EDC Core Competency

- Facilitating business solutions
- Economic expansion
- •Globally-competitive communities to improve Spokane's economy



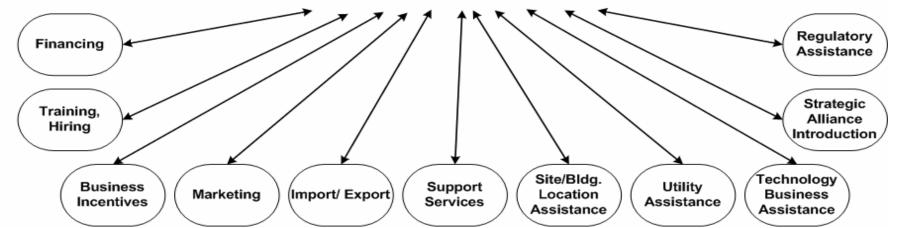
Facilitation Role

Business Issues



Confidential Solution-Based Facilitation

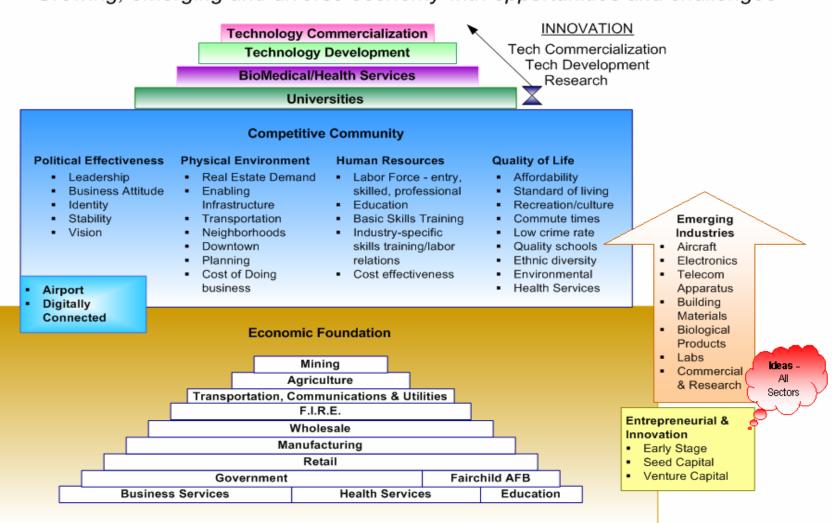
Business Solutions





Spokane's Economic Building Blocks

Growing, emerging and diverse economy with opportunities and challenges





Spokane Area EDC Five-Point Economic Development Agenda

1. Business Identity	National awareness of Spokane's globally-competitive business climate
2. Resource Collaboration	Key resource organization "Red Team" agreements.
3. Cluster Development	Facilitate expansion and attraction of six high-growth industry clusters.
4. Competitive Communities	Community products, infrastructure and workforce.
5. Economic Planning	Transitioning ideas and plans into prosperity.



Your starting point.

How We Will Get There

Red Team Agreements Organize to Compete Align goals and strategies on how to best serve target business Add staff capacity and clusters expertise Staff - Industry Specialist & Integrate service delivery, referrals **Account Managers** and team approaches Invest in new tools Establish Red Team working Establish EDC image agreements, existing and new business development Policies & procedures Leverage resources: co-location Match assets to business expansion-attraction and loaned executives opportunities Competitive Communities Real Estate Workforce Financial & Logistics Infrastructure Shared Streamline Permitting Services Incentives Cluster **Development** Info Direct Marketing Technology- Sales Calls Homeland Advanced FAM Tours Security Manufacturing \ Radar Screen Innovation National Exposure Linkages Media Export Advertising Higher Promotion Health Education -Bio Medical R&D Bio Science



ITA and the EDC

- Over 200 local businesses in the Inland Northwest are involved in international trade
- Trade plays a major role in the expansion of local business



Spokane EDC Facilitating business solutions, economic expansion and globally-competitive communities

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www.spokaneedc.org

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